



# ***Occupations In Demand***



## **Delta**

## **Workforce Investment Area**

## **2006**

Mississippi Department of Employment Security  
Labor Market Information

***“Increasing Employment In Mississippi”***

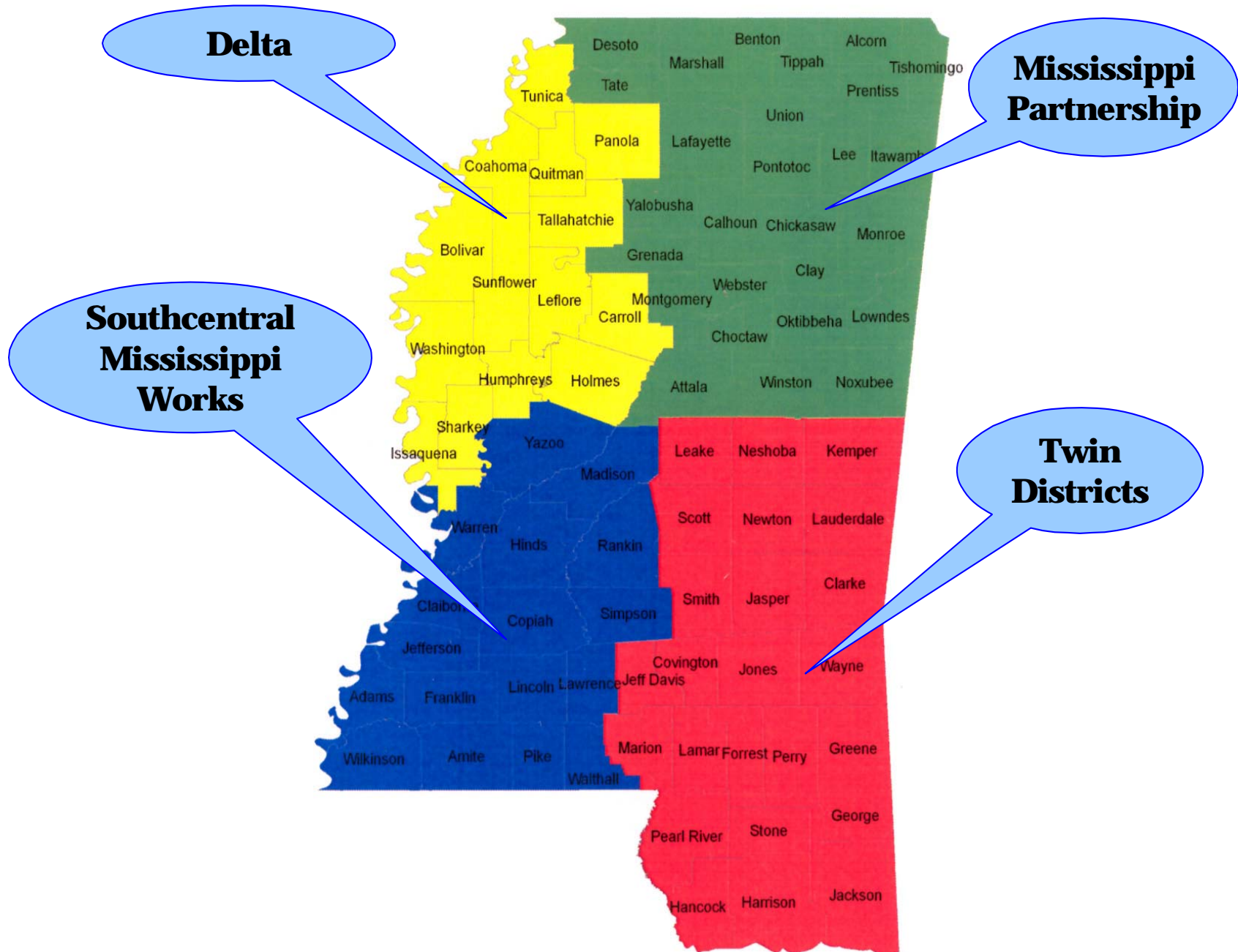


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# Workforce Investment Areas



# Introduction

Each year, in conjunction with the federal Bureau of Labor Statistics the Labor Market Information Department, a unit of the Mississippi Department of Employment Security, conducts an occupational wage survey of businesses across the state. The data from that survey are then input into special software which produces long term projections of occupational needs for various areas of the state. Complete results of this survey are published at our agency website (cited throughout this publication). One significant output of this process is a tabulation of annual demand for workers by specific occupation. ***Occupations in Demand*** takes a look at this annual demand, which includes both new and replacement workers, in an attempt to highlight those occupations with the highest need for workers. Various tables show selected occupations sorted by annual need, by average wages paid, and by job zone. Job zones are an indication of how much experience, education or training are needed to qualify for that particular occupation. The final table in the series highlights those jobs which LMI staff view as the “hottest” occupations across the state. These were ascertained by a combination of annual demand and wages paid, a process explained in further detail within that section. It is hoped that the data contained in this publication will be of tremendous value for job seekers, training providers, public officials and economic developers across Mississippi. Should you require further information or need assistance in interpreting the information found within, please do not hesitate to contact the LMI Department for guidance.

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# **Explanation of Terms**

## **SOC Code**

Standard Occupational Classification code, an occupational classification system devised by the U.S. Department of Labor with input from the states. It is the federal standard, and should be used by all state and federal agencies dealing with occupational data.

## **Occupational Title**

The standard title assigned to a specific occupation under SOC.

## **Annual Demand**

The projected number of workers needed on an annual basis for the years 2004 through 2014, as determined by the occupational projections data. It includes both new workers and replacements for those who die, retire, or change occupations.

## **Average Overall Wage**

An estimate of average hourly or annual earnings for all workers within a specific occupation regardless of experience level. This should be viewed as an estimate of potential earnings rather than as an entry level wage for the inexperienced worker. Certain salaried occupations, such as teachers, are generally paid a monthly or annual salary and may not show an hourly wage estimate.

## **Average Starting Wage**

An estimate of average hourly or annual earnings for the new or inexperienced worker within a specific occupation. These are wages which a person just starting out in an occupation could reasonably expect to earn. Certain salaried occupations may not show an hourly wage estimate.

## **Job Zone**

These indicate the most common level of education, training, and/or experience required to perform the job and are derived from the O\*Net system developed by the U.S. Department of Labor. The higher the number, the more education, training or other preparation is required.

## General Trends

As shown in the accompanying table, it is estimated that roughly **5,300** new and replacement workers will be needed in the Delta region on an annual basis over the next several years. The distribution of this demand across the various occupational sectors is somewhat irregular, with a handful of sectors dominating the overall needs. Anticipated earnings across the various job groups are also quite varied and worthy of further analysis. Among the 22 occupational clusters, the largest annual demands should be found in the areas of **Office & Administrative Support** and in **Food Preparation & Serving**. In both cases the expected overall wages for jobs in those sectors will likely be below average, but starting wages for those in the first category should be slightly above average. The fewest number of new and replacement workers can be expected in **Computer & Mathematical** occupations despite the fact that most jobs in that sector will offer wages well above the mean. **Management** occupations may perhaps be considered the “hottest” sector, with above average demand and mean annual earnings of **\$58,910** to lead all categories. Other clusters showing above average demand for workers that also have above average wage potential include **Education, Training & Library** and **Healthcare Practitioners & Technical** occupations. Several sectors with higher than average demand for workers show below average wage rates. Conversely, some of the categories with the least need for workers are listed among the highest paying sectors. From this it can be deduced that there should be opportunities for employment for incoming workers, provided that wages are not a main concern. Competition for those jobs which pay the best could turn out to be quite stiff.

# Summary of Occupational Sectors

SOC Code	Occupational Sector	Annual Demand	Average Starting Wage		Average Overall Wage	
			Hourly	Annual	Hourly	Annual
	<b>Total, All Occupations</b>	5,300	\$6.56	\$13,650	\$12.40	\$25,800
11-0000	Management Occupations	260	\$12.85	\$26,720	\$28.32	\$58,910
13-0000	Business and Financial Operations Occupations	80	\$12.75	\$26,530	\$20.26	\$42,140
15-0000	Computer and Mathematical Occupations	20	\$11.16	\$23,210	\$19.65	\$40,870
17-0000	Architecture and Engineering Occupations	30	\$14.48	\$30,130	\$23.52	\$48,930
19-0000	Life, Physical, and Social Science Occupations	30	\$9.91	\$20,620	\$17.80	\$37,020
21-0000	Community and Social Services Occupations	70	\$10.02	\$20,830	\$15.43	\$32,100
23-0000	Legal Occupations	30	\$11.27	\$23,440	\$26.48	\$55,080
25-0000	Education, Training, and Library Occupations	360	\$8.39	\$17,440	\$15.18	\$31,570
27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	40	\$7.38	\$15,350	\$14.76	\$30,700
29-0000	Healthcare Practitioners and Technical Occupations	260	\$11.67	\$24,270	\$22.22	\$46,220
31-0000	Healthcare Support Occupations	170	\$6.34	\$13,180	\$8.14	\$16,930
33-0000	Protective Service Occupations	170	\$7.60	\$15,810	\$10.99	\$22,860
35-0000	Food Preparation and Serving-Related Occupations	600	\$5.94	\$12,350	\$7.47	\$15,530
37-0000	Building and Grounds Cleaning and Maintenance Occupations	280	\$5.95	\$12,380	\$8.32	\$17,310
39-0000	Personal Care and Service Occupations	400	\$5.96	\$12,400	\$8.47	\$17,620
41-0000	Sales and Related Occupations	570	\$6.00	\$12,490	\$10.39	\$21,610
43-0000	Office and Administrative Support Occupations	650	\$7.51	\$15,620	\$11.34	\$23,590
45-0000	Farming, Fishing, and Forestry Occupations	150	\$6.07	\$12,630	\$8.26	\$17,180
47-0000	Construction and Extraction Occupations	160	\$7.65	\$15,900	\$11.47	\$23,850
49-0000	Installation, Maintenance, and Repair Occupations	180	\$8.24	\$17,140	\$13.36	\$27,780
51-0000	Production Occupations	440	\$6.96	\$14,470	\$11.01	\$22,890
53-0000	Transportation and Material Moving Occupations	380	\$6.44	\$13,390	\$10.76	\$22,380

NOTE: Figures in RED are above average



# High Demand Occupations

Looking at the occupations most in demand over the next decade, it is readily apparent that the outlook is somewhat of a mixed bag. When level of preparation required and wages are factored into the equation, one finds that many of the jobs that will require the most new and replacement workers generally pay below average wages and require little or no advanced preparation. There are some notable exceptions to this general tendency, such as **Registered Nurses, School Teachers** and **General & Operations Managers**. Each of these require substantial education or experience and pay well above the regional average. Among the top twenty demand occupations, three others promise above average starting and overall pay. These would be **Truck Drivers, Heavy & Tractor Trailer, Licensed Practical Nurses and Bookkeeping, Accounting & Auditing Clerks**. About half of the top one hundred occupations in demand reported potential earnings above the regional average of \$25,800 per year. Analysis of the Job Zone data reveals that just under half of the top 100 occupations will require little or no formal training (Job Zones 1 & 2). Roughly four out of ten will require moderate to long term preparation (Job Zones 3 & 4). About ten percent of the top 100 occupations fall into the Job Zone 5 category, which involves extensive education and/or experience. A more detailed look at expectations within each job zone follows in a later section.



## Top 100 Occupations - Annual Demand

Rank	SOC Code	Occupational Title	Annual Demand	Average Starting Wage		Average Overall Wage		Job Zone
				Hourly	Annual	Hourly	Annual	
1	41-2011	Cashiers	220	\$5.92	\$12,310	\$7.02	\$14,590	1
2	41-2031	Retail Salespersons	190	\$6.05	\$12,580	\$9.72	\$20,210	2
3	37-2012	Maids and Housekeeping Cleaners	140	\$5.89	\$12,250	\$7.22	\$15,010	1
4	29-1111	Registered Nurses	120	\$17.49	\$36,370	\$23.61	\$49,100	4
5	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	110	\$5.94	\$12,350	\$8.28	\$17,220	1
6	39-9011	Child Care Workers	110	\$5.93	\$12,330	\$6.74	\$14,030	1
7	35-3031	Waiters and Waitresses	110	\$5.92	\$12,310	\$6.19	\$12,880	1
8	51-2092	Team Assemblers	90	\$7.88	\$16,390	\$10.84	\$22,560	1
9	35-2021	Food Preparation Workers	90	\$5.93	\$12,330	\$7.03	\$14,620	1
10	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	90	\$5.93	\$12,330	\$7.69	\$16,000	1
11	53-3032	Truck Drivers, Heavy and Tractor-Trailer	80	\$10.08	\$20,960	\$13.27	\$27,600	2
12	31-1012	Nursing Aides, Orderlies, and Attendants	80	\$5.96	\$12,400	\$7.60	\$15,810	2
13	49-9042	Maintenance and Repair Workers, General	70	\$7.50	\$15,610	\$11.07	\$23,040	2
14	45-2092	Farmworkers and Laborers, Crop, Nursery, and Greenhouse	70	\$6.09	\$12,660	\$6.67	\$13,880	1
15	25-9041	Teacher Assistants	70	N/A	\$12,450	N/A	\$14,480	3
16	11-1021	General and Operations Managers	60	\$16.48	\$34,270	\$33.74	\$70,190	4
17	25-2021	Elementary School Teachers, Except Special Education	60	N/A	\$28,770	N/A	\$35,810	4
18	25-2031	Secondary School Teachers, Except Special and Vocational Education	60	N/A	\$26,490	N/A	\$35,110	4
19	29-2061	Licensed Practical and Licensed Vocational Nurses	60	\$11.63	\$24,200	\$14.81	\$30,810	3
20	43-3031	Bookkeeping, Accounting, and Auditing Clerks	60	\$9.20	\$19,130	\$12.50	\$26,000	3
21	43-4081	Hotel, Motel, and Resort Desk Clerks	60	\$6.88	\$14,310	\$8.34	\$17,350	2
22	31-1011	Home Health Aides	60	\$6.77	\$14,080	\$7.78	\$16,180	1
23	35-2011	Cooks, Fast Food	60	\$5.93	\$12,340	\$6.69	\$13,920	2
24	35-3011	Bartenders	60	\$5.90	\$12,260	\$6.97	\$14,490	2
25	43-1011	First-Line Supervisors/Managers of Office and Administrative Support Workers	50	\$12.54	\$26,090	\$17.99	\$37,410	3
26	33-3012	Correctional Officers and Jailers	50	\$8.67	\$18,040	\$9.65	\$20,080	2
27	43-6014	Secretaries, Except Legal, Medical, and Executive	50	\$7.67	\$15,950	\$10.28	\$21,390	2
28	43-3071	Tellers	50	\$7.39	\$15,380	\$9.53	\$19,830	2
29	43-5081	Stock Clerks and Order Fillers	50	\$6.42	\$13,350	\$8.46	\$17,600	2
30	35-2014	Cooks, Restaurant	50	\$5.98	\$12,440	\$8.20	\$17,050	3
31	41-1011	First-Line Supervisors/Managers of Retail Sales Workers	40	\$9.74	\$20,260	\$15.69	\$32,630	2
32	33-3051	Police and Sheriff's Patrol Officers	40	\$9.21	\$19,160	\$12.44	\$25,880	3
33	43-4051	Customer Service Representatives	40	\$8.86	\$18,440	\$11.84	\$24,620	2
34	43-9061	Office Clerks, General	40	\$6.20	\$12,890	\$9.32	\$19,380	2

**NOTE: Wages in RED are above average**

## Top 100 Occupations - Annual Demand

Rank	SOC Code	Occupational Title	Annual Demand	Average Starting Wage		Average Overall Wage		Job Zone
				Hourly	Annual	Hourly	Annual	
35	53-3022	Bus Drivers, School	40	\$5.98	\$12,440	\$7.26	\$15,110	1
36	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	40	\$5.96	\$12,410	\$6.83	\$14,210	1
37	35-2012	Cooks, Institution and Cafeteria	40	\$5.95	\$12,380	\$7.91	\$16,450	2
38	51-1011	First-Line Supervisors/Managers of Production and Operating Workers	30	\$12.01	\$24,980	\$18.81	\$39,120	3
39	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Sci	30	\$11.05	\$22,990	\$20.80	\$43,270	2
40	51-4121	Welders, Cutters, Solderers, and Brazers	30	\$9.85	\$20,490	\$12.24	\$25,470	2
41	25-2011	Preschool Teachers, Except Special Education	30	\$9.39	\$19,540	\$12.94	\$26,910	4
42	47-2031	Carpenters	30	\$8.30	\$17,260	\$12.21	\$25,400	3
43	35-1012	First-Line Supervisors/Managers of Food Preparation and Serving Workers	30	\$7.86	\$16,360	\$11.58	\$24,090	3
44	53-7051	Industrial Truck and Tractor Operators	30	\$7.29	\$15,170	\$10.08	\$20,960	1
45	43-4171	Receptionists and Information Clerks	30	\$7.02	\$14,600	\$8.78	\$18,270	2
46	37-3011	Landscaping and Groundskeeping Workers	30	\$6.28	\$13,050	\$9.58	\$19,920	1
47	51-6011	Laundry and Dry-Cleaning Workers	30	\$6.01	\$12,500	\$7.06	\$14,680	1
48	11-1011	Chief Executives	20	\$25.43	\$52,890	\$51.93	\$108,020	5
49	13-2011	Accountants and Auditors	20	\$15.65	\$32,560	\$24.51	\$50,990	4
50	25-2032	Vocational Education Teachers, Secondary School	20	N/A	\$28,680	N/A	\$36,430	4
51	25-2022	Middle School Teachers, Except Special and Vocational Education	20	N/A	\$27,740	N/A	\$35,250	4
52	49-1011	First-Line Supervisors/Managers of Mechanics, Installers, and Repairers	20	\$12.99	\$27,020	\$19.00	\$39,510	4
53	21-1012	Educational, Vocational, and School Counselors	20	\$12.76	\$26,550	\$19.27	\$40,080	4
54	23-1011	Lawyers	20	\$12.16	\$25,290	\$37.16	\$77,300	5
55	11-9051	Food Service Managers	20	\$10.65	\$22,150	\$16.15	\$33,590	4
56	43-6011	Executive Secretaries and Administrative Assistants	20	\$10.64	\$22,140	\$14.75	\$30,680	4
57	47-2073	Operating Engineers and Other Construction Equipment Operators	20	\$9.70	\$20,170	\$13.53	\$28,130	3
58	37-1011	First-Line Supervisors/Managers of Housekeeping and Janitorial Workers	20	\$8.85	\$18,420	\$13.80	\$28,710	3
59	43-5071	Shipping, Receiving, and Traffic Clerks	20	\$7.82	\$16,280	\$10.29	\$21,400	1
60	53-3033	Truck Drivers, Light or Delivery Services	20	\$7.57	\$15,740	\$10.86	\$22,580	1
61	49-3023	Automotive Service Technicians and Mechanics	20	\$7.33	\$15,240	\$12.13	\$25,230	3
62	33-9032	Security Guards	20	\$6.91	\$14,370	\$9.22	\$19,170	1
63	41-2021	Counter and Rental Clerks	20	\$6.75	\$14,050	\$8.35	\$17,360	1
64	51-9198	Helpers--Production Workers	20	\$6.05	\$12,590	\$7.76	\$16,140	1
65	35-2015	Cooks, Short Order	20	\$6.02	\$12,520	\$7.06	\$14,680	1
66	35-9021	Dishwashers	20	\$5.96	\$12,390	\$6.82	\$14,190	1
67	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	20	\$5.95	\$12,370	\$7.00	\$14,560	1

**NOTE: Wages in RED are above average**

## Top 100 Occupations - Annual Demand

Rank	SOC Code	Occupational Title	Annual Demand	Average Starting Wage		Average Overall Wage		Job Zone
				Hourly	Annual	Hourly	Annual	
68	53-7064	Packers and Packagers, Hand	20	\$5.90	\$12,280	\$7.51	\$15,620	1
69	39-9032	Recreation Workers	20	\$5.90	\$12,270	\$8.28	\$17,230	3
70	39-9021	Personal and Home Care Aides	20	\$5.89	\$12,250	\$6.71	\$13,950	2
71	35-3041	Food Servers, Nonrestaurant	20	\$5.87	\$12,220	\$6.78	\$14,090	1
72	33-2011	Fire Fighters	20	\$5.85	\$12,180	\$10.81	\$22,480	3
73	35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	20	\$5.85	\$12,160	\$7.13	\$14,840	1
74	29-1051	Pharmacists	10	\$29.47	\$61,310	\$42.44	\$88,280	5
75	11-9032	Education Administrators, Elementary and Secondary School	10	N/A	\$50,310	N/A	\$63,880	5
76	11-9111	Medical and Health Services Managers	10	\$20.28	\$42,180	\$29.94	\$62,280	5
77	11-9011	Farm, Ranch, and Other Agricultural Managers	10	\$20.15	\$41,910	\$23.24	\$48,350	4
78	25-1123	English Language and Literature Teachers, Postsecondary	10	N/A	\$40,040	N/A	\$51,350	5
79	25-1011	Business Teachers, Postsecondary	10	N/A	\$37,650	N/A	\$48,270	5
80	11-2022	Sales Managers	10	\$17.96	\$37,360	\$28.40	\$59,070	4
81	13-2072	Loan Officers	10	\$17.48	\$36,350	\$19.98	\$41,550	3
82	11-3031	Financial Managers	10	\$16.77	\$34,870	\$26.45	\$55,030	5
83	11-9021	Construction Managers	10	\$15.66	\$32,570	\$23.81	\$49,530	4
84	29-1126	Respiratory Therapists	10	\$15.13	\$31,470	\$17.96	\$37,350	3
85	25-4021	Librarians	10	\$14.69	\$30,550	\$20.51	\$42,670	5
86	11-9081	Lodging Managers	10	\$14.35	\$29,850	\$19.15	\$39,830	3
87	43-5052	Postal Service Mail Carriers	10	\$14.17	\$29,480	\$19.43	\$40,420	1
88	53-1031	First-Line Supervisors/Managers of Transportation and Material-Moving Machine	10	\$14.08	\$29,280	\$20.24	\$42,110	3
89	25-2041	Special Education Teachers, Preschool, Kindergarten, and Elementary School	10	N/A	\$27,800	N/A	\$36,080	4
90	25-2043	Special Education Teachers, Secondary School	10	N/A	\$27,780	N/A	\$36,360	4
91	43-6012	Legal Secretaries	10	\$13.29	\$27,640	\$16.25	\$33,790	3
92	25-2012	Kindergarten Teachers, Except Special Education	10	N/A	\$26,790	N/A	\$33,660	4
93	21-1022	Medical and Public Health Social Workers	10	\$12.83	\$26,680	\$17.37	\$36,120	5
94	13-1199	Business Operations Specialists, All Other	10	\$12.77	\$26,560	\$23.03	\$47,900	3
95	27-2022	Coaches and Scouts	10	N/A	\$26,120	N/A	\$46,490	5
96	29-2034	Radiologic Technologists and Technicians	10	\$12.43	\$25,860	\$16.83	\$35,000	3
97	13-1023	Purchasing Agents, Except Wholesale, Retail, and Farm Products	10	\$12.37	\$25,720	\$17.89	\$37,200	3
98	45-1011	First-Line Supervisors/Managers of Farming, Fishing, and Forestry Workers	10	\$12.00	\$24,960	\$17.44	\$36,280	3
99	47-1011	First-Line Supervisors/Managers of Construction Trades and Extraction Workers	10	\$11.98	\$24,930	\$17.75	\$36,920	4
100	11-3011	Administrative Services Managers	10	\$11.98	\$24,920	\$18.90	\$39,310	4

**NOTE: Wages in RED are above average**

## Top 100 Occupations - Average Overall Wage

Rank	SOC Code	Occupational Title	Annual Demand	Average Overall Wage Hourly	Average Overall Wage Annual	Job Zone
1	29-1062	Family and General Practitioners	0	\$77.75	\$161,730	5
2	11-1011	Chief Executives	20	\$51.93	\$108,020	5
3	29-1051	Pharmacists	10	\$42.44	\$88,280	5
4	23-1011	Lawyers	20	\$37.16	\$77,300	5
5	11-9121	Natural Sciences Managers	0	\$36.93	\$76,810	5
6	29-1122	Occupational Therapists	0	\$36.87	\$76,700	4
7	29-1123	Physical Therapists	0	\$34.88	\$72,540	5
8	11-9199	Managers, All Other	0	\$34.75	\$72,290	3
9	19-1023	Zoologists and Wildlife Biologists	0	\$34.08	\$70,880	5
10	11-9041	Engineering Managers	0	\$33.99	\$70,710	5
11	11-1021	General and Operations Managers	60	\$33.74	\$70,190	4
12	11-9033	Education Administrators, Postsecondary	0	\$31.89	\$66,340	4
13	17-2071	Electrical Engineers	0	\$31.87	\$66,300	5
14	17-3012	Electrical and Electronics Drafters	0	\$30.81	\$64,080	3
15	11-9032	Education Administrators, Elementary and Secondary School	10	N/A	\$63,880	5
16	19-1029	Biological Scientists, All Other	0	\$30.01	\$62,430	4
17	11-9111	Medical and Health Services Managers	10	\$29.94	\$62,280	5
18	17-2141	Mechanical Engineers	0	\$29.83	\$62,060	4
19	11-2021	Marketing Managers	0	\$28.82	\$59,950	4
20	11-2022	Sales Managers	10	\$28.40	\$59,070	4
21	11-3051	Industrial Production Managers	0	\$28.31	\$58,890	4
22	11-3041	Compensation and Benefits Managers	0	\$27.54	\$57,280	3
23	11-3042	Training and Development Managers	0	\$27.45	\$57,090	4
24	11-3021	Computer and Information Systems Managers	0	\$27.33	\$56,850	5
25	13-1031	Claims Adjusters, Examiners, and Investigators	0	\$26.85	\$55,840	3
26	11-3031	Financial Managers	10	\$26.45	\$55,030	5
27	11-3071	Transportation, Storage, and Distribution Managers	0	\$25.77	\$53,600	4
28	11-3061	Purchasing Managers	0	\$25.38	\$52,800	4
29	25-1122	Communications Teachers, Postsecondary	0	N/A	\$52,740	5
30	17-2112	Industrial Engineers	0	\$25.16	\$52,340	4
31	11-2011	Advertising and Promotions Managers	0	\$25.13	\$52,280	4
32	25-1193	Recreation and Fitness Studies Teachers, Postsecondary	0	N/A	\$52,070	5
33	25-9031	Instructional Coordinators	0	\$24.93	\$51,860	5
34	15-1061	Database Administrators	0	\$24.81	\$51,610	4

**NOTE: Figures in RED are above average**

## Top 100 Occupations - Average Overall Wage

Rank	SOC Code	Occupational Title	Annual Demand	Average Overall Wage		Job Zone
				Hourly	Annual	
35	25-1123	English Language and Literature Teachers, Postsecondary	10	N/A	\$51,350	5
36	19-2031	Chemists	0	\$24.65	\$51,280	4
37	13-2011	Accountants and Auditors	20	\$24.51	\$50,990	4
38	11-9131	Postmasters and Mail Superintendents	0	\$24.33	\$50,610	4
39	27-3031	Public Relations Specialists	10	\$24.06	\$50,040	4
40	15-1051	Computer Systems Analysts	0	\$23.85	\$49,600	4
41	11-9021	Construction Managers	10	\$23.81	\$49,530	4
42	29-1111	Registered Nurses	120	\$23.61	\$49,100	4
43	17-3023	Electrical and Electronic Engineering Technicians	0	\$23.37	\$48,620	3
44	11-9011	Farm, Ranch, and Other Agricultural Managers	10	\$23.24	\$48,350	4
45	25-1011	Business Teachers, Postsecondary	10	N/A	\$48,270	5
46	13-1199	Business Operations Specialists, All Other	10	\$23.03	\$47,900	3
47	49-2022	Telecommunications Equipment Installers and Repairers, Except Line Installers	0	\$22.65	\$47,100	3
48	13-1051	Cost Estimators	0	\$22.51	\$46,810	4
49	29-1127	Speech-Language Pathologists	0	\$22.49	\$46,780	5
50	41-3021	Insurance Sales Agents	10	\$22.44	\$46,670	3
51	27-2022	Coaches and Scouts	10	N/A	\$46,490	5
52	15-1021	Computer Programmers	0	\$22.25	\$46,290	4
53	41-1012	First-Line Supervisors/Managers of Non-Retail Sales Workers	0	\$22.24	\$46,260	3
54	25-1121	Art, Drama, and Music Teachers, Postsecondary	0	N/A	\$46,200	5
55	33-1012	First-Line Supervisors/Managers of Police and Detectives	0	\$22.08	\$45,920	4
56	17-2051	Civil Engineers	0	\$21.88	\$45,500	4
57	29-2011	Medical and Clinical Laboratory Technologists	0	\$21.75	\$45,230	4
58	25-1022	Mathematical Science Teachers, Postsecondary	0	N/A	\$44,450	5
59	43-5051	Postal Service Clerks	0	\$21.35	\$44,400	2
60	51-8013	Power Plant Operators	0	\$21.10	\$43,890	3
61	25-1021	Computer Science Teachers, Postsecondary	0	N/A	\$43,730	5
62	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific	30	\$20.80	\$43,270	2
63	15-1071	Network and Computer Systems Administrators	0	\$20.60	\$42,840	4
64	17-3031	Surveying and Mapping Technicians	0	\$20.58	\$42,810	3
65	25-4021	Librarians	10	\$20.51	\$42,670	5
66	11-2031	Public Relations Managers	0	\$20.38	\$42,390	4
67	49-9012	Control and Valve Installers and Repairers, Except Mechanical Door	0	\$20.35	\$42,330	3

**NOTE: Figures in RED are above average**

## Top 100 Occupations - Average Overall Wage

Rank	SOC Code	Occupational Title	Annual Demand	Average Overall Wage Hourly	Average Overall Wage Annual	Job Zone
68	23-2099	Legal Support Workers, All Other	0	\$20.33	\$42,280	3
69	19-1013	Soil and Plant Scientists	0	\$20.27	\$42,150	5
70	53-1031	First-Line Supervisors/Managers of Transportation and Material-Moving Machine and Vehicle	10	\$20.24	\$42,110	3
71	13-1079	Human Resources, Training, and Labor Relations Specialists, All Other	0	\$20.19	\$41,990	4
72	13-2072	Loan Officers	10	\$19.98	\$41,550	3
73	19-3031	Clinical, Counseling, and School Psychologists	0	\$19.96	\$41,520	5
74	33-2021	Fire Inspectors and Investigators	0	\$19.87	\$41,320	3
75	43-5052	Postal Service Mail Carriers	10	\$19.43	\$40,420	1
76	25-2023	Vocational Education Teachers, Middle School	0	N/A	\$40,370	4
77	21-1012	Educational, Vocational, and School Counselors	20	\$19.27	\$40,080	4
78	11-9081	Lodging Managers	10	\$19.15	\$39,830	3
79	11-9031	Education Administrators, Preschool and Child Care Center/Program	10	\$19.05	\$39,630	4
80	49-1011	First-Line Supervisors/Managers of Mechanics, Installers, and Repairers	20	\$19.00	\$39,510	4
81	11-3011	Administrative Services Managers	10	\$18.90	\$39,310	4
82	51-1011	First-Line Supervisors/Managers of Production and Operating Workers	30	\$18.81	\$39,120	3
83	41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	0	\$18.75	\$39,000	3
84	17-3029	Engineering Technicians, Except Drafters, All Other	0	\$18.43	\$38,330	3
85	13-1072	Compensation, Benefits, and Job Analysis Specialists	0	\$18.39	\$38,260	4
86	13-1073	Training and Development Specialists	0	\$18.20	\$37,850	4
87	43-1011	First-Line Supervisors/Managers of Office and Administrative Support Workers	50	\$17.99	\$37,410	3
88	29-1126	Respiratory Therapists	10	\$17.96	\$37,350	3
89	49-9052	Telecommunications Line Installers and Repairers	0	\$17.95	\$37,330	3
90	41-3031	Securities, Commodities, and Financial Services Sales Agents	0	\$17.90	\$37,230	4
91	13-1023	Purchasing Agents, Except Wholesale, Retail, and Farm Products	10	\$17.89	\$37,200	3
92	47-1011	First-Line Supervisors/Managers of Construction Trades and Extraction Workers	10	\$17.75	\$36,920	4
93	25-2042	Special Education Teachers, Middle School	0	N/A	\$36,920	4
94	29-1031	Dietitians and Nutritionists	0	\$17.62	\$36,660	5
95	25-2032	Vocational Education Teachers, Secondary School	20	N/A	\$36,430	4
96	31-2021	Physical Therapist Assistants	0	\$17.50	\$36,410	3
97	25-2043	Special Education Teachers, Secondary School	10	N/A	\$36,360	4
98	45-1011	First-Line Supervisors/Managers of Farming, Fishing, and Forestry Workers	10	\$17.44	\$36,280	3
99	33-1099	First-Line Supervisors/Managers, Protective Service Workers, All Other	0	\$17.38	\$36,150	3
100	21-1022	Medical and Public Health Social Workers	10	\$17.37	\$36,120	5

**NOTE: Figures in RED are above average**



## Top 100 Occupations - Average Starting Wage\*

Rank	SOC Code	Occupational Title	Annual Demand	Average Starting Wage		Job Zone
				Hourly	Annual	
1	29-1062	Family and General Practitioners	0	\$53.80	\$111,900	5
2	29-1051	Pharmacists	10	\$29.47	\$61,310	5
3	17-3012	Electrical and Electronics Drafters	0	\$29.00	\$60,320	3
4	29-1122	Occupational Therapists	0	\$28.15	\$58,560	4
5	19-1023	Zoologists and Wildlife Biologists	0	\$26.81	\$55,760	5
6	11-1011	Chief Executives	20	\$25.43	\$52,890	5
7	11-9041	Engineering Managers	0	\$24.25	\$50,450	5
8	11-9121	Natural Sciences Managers	0	\$24.25	\$50,440	5
9	11-9032	Education Administrators, Elementary and Secondary School	10	N/A	\$50,310	5
10	29-1123	Physical Therapists	0	\$23.24	\$48,330	5
11	17-2141	Mechanical Engineers	0	\$22.69	\$47,190	4
12	17-2112	Industrial Engineers	0	\$22.17	\$46,110	4
13	25-1122	Communications Teachers, Postsecondary	0	N/A	\$44,500	5
14	11-9033	Education Administrators, Postsecondary	0	\$20.81	\$43,290	4
15	11-9111	Medical and Health Services Managers	10	\$20.28	\$42,180	5
16	11-9011	Farm, Ranch, and Other Agricultural Managers	10	\$20.15	\$41,910	4
17	11-9131	Postmasters and Mail Superintendents	0	\$20.06	\$41,710	4
18	25-1193	Recreation and Fitness Studies Teachers, Postsecondary	0	N/A	\$40,210	5
19	25-1123	English Language and Literature Teachers, Postsecondary	10	N/A	\$40,040	5
20	11-3051	Industrial Production Managers	0	\$19.22	\$39,980	4
21	17-2071	Electrical Engineers	0	\$19.06	\$39,650	5
22	15-1061	Database Administrators	0	\$19.03	\$39,580	4
23	11-3042	Training and Development Managers	0	\$18.92	\$39,360	4
24	11-3041	Compensation and Benefits Managers	0	\$18.71	\$38,920	3
25	25-1011	Business Teachers, Postsecondary	10	N/A	\$37,650	5
26	11-2022	Sales Managers	10	\$17.96	\$37,360	4
27	15-1071	Network and Computer Systems Administrators	0	\$17.86	\$37,160	4
28	13-1051	Cost Estimators	0	\$17.59	\$36,580	4
29	43-5051	Postal Service Clerks	0	\$17.50	\$36,400	2
30	29-1111	Registered Nurses	120	\$17.49	\$36,370	4
31	13-2072	Loan Officers	10	\$17.48	\$36,350	3
32	11-3021	Computer and Information Systems Managers	0	\$17.37	\$36,120	5
33	25-9031	Instructional Coordinators	0	\$17.22	\$35,820	5
34	15-1051	Computer Systems Analysts	0	\$17.08	\$35,530	4

**NOTE: Figures in RED are above average**



## Top 100 Occupations - Average Starting Wage\*

Rank	SOC Code	Occupational Title	Annual Demand	Average Starting Wage Hourly	Annual	Job Zone
35	11-3031	Financial Managers	10	\$16.77	\$34,870	5
36	11-2021	Marketing Managers	0	\$16.62	\$34,580	4
37	25-1021	Computer Science Teachers, Postsecondary	0	N/A	\$34,380	5
38	11-1021	General and Operations Managers	60	\$16.48	\$34,270	4
39	19-2031	Chemists	0	\$16.16	\$33,620	4
40	25-1022	Mathematical Science Teachers, Postsecondary	0	N/A	\$33,570	5
41	23-2099	Legal Support Workers, All Other	0	\$15.91	\$33,100	3
42	25-1121	Art, Drama, and Music Teachers, Postsecondary	0	N/A	\$32,860	5
43	29-2011	Medical and Clinical Laboratory Technologists	0	\$15.78	\$32,820	4
44	11-2031	Public Relations Managers	0	\$15.77	\$32,800	4
45	11-9021	Construction Managers	10	\$15.66	\$32,570	4
46	13-1031	Claims Adjusters, Examiners, and Investigators	0	\$15.66	\$32,570	3
47	13-2011	Accountants and Auditors	20	\$15.65	\$32,560	4
48	11-2011	Advertising and Promotions Managers	0	\$15.65	\$32,560	4
49	11-3061	Purchasing Managers	0	\$15.65	\$32,550	4
50	17-2051	Civil Engineers	0	\$15.63	\$32,520	4
51	17-3023	Electrical and Electronic Engineering Technicians	0	\$15.55	\$32,340	3
52	49-2022	Telecommunications Equipment Installers and Repairers, Except Line Installers	0	\$15.47	\$32,190	3
53	19-3031	Clinical, Counseling, and School Psychologists	0	\$15.39	\$32,000	5
54	15-1021	Computer Programmers	0	\$15.23	\$31,680	4
55	29-1126	Respiratory Therapists	10	\$15.13	\$31,470	3
56	19-1031	Conservation Scientists	0	\$15.02	\$31,250	4
57	13-1079	Human Resources, Training, and Labor Relations Specialists, All Other	0	\$14.93	\$31,050	4
58	25-2023	Vocational Education Teachers, Middle School	0	N/A	\$30,860	4
59	27-3043	Writers and Authors	0	\$14.71	\$30,600	4
60	11-3071	Transportation, Storage, and Distribution Managers	0	\$14.71	\$30,590	4
61	25-4021	Librarians	10	\$14.69	\$30,550	5
62	11-9199	Managers, All Other	0	\$14.51	\$30,190	3
63	33-1012	First-Line Supervisors/Managers of Police and Detectives	0	\$14.44	\$30,040	4
64	11-9081	Lodging Managers	10	\$14.35	\$29,850	3
65	43-5052	Postal Service Mail Carriers	10	\$14.17	\$29,480	1
66	25-2042	Special Education Teachers, Middle School	0	N/A	\$29,300	4
67	53-1031	First-Line Supervisors/Managers of Transportation and Material-Moving Machine and Vehicle	10	\$14.08	\$29,280	3

**NOTE: Figures in RED are above average**

## Top 100 Occupations - Average Starting Wage\*

Rank	SOC Code	Occupational Title	Annual Demand	Average Starting Wage Hourly	Average Starting Wage Annual	Job Zone
68	25-2021	Elementary School Teachers, Except Special Education	60	N/A	\$28,770	4
69	25-2032	Vocational Education Teachers, Secondary School	20	N/A	\$28,680	4
70	33-3021	Detectives and Criminal Investigators	0	\$13.61	\$28,320	4
71	33-2021	Fire Inspectors and Investigators	0	\$13.56	\$28,200	3
72	29-1127	Speech-Language Pathologists	0	\$13.47	\$28,010	5
73	25-2041	Special Education Teachers, Preschool, Kindergarten, and Elementary School	10	N/A	\$27,800	4
74	25-2043	Special Education Teachers, Secondary School	10	N/A	\$27,780	4
75	25-2022	Middle School Teachers, Except Special and Vocational Education	20	N/A	\$27,740	4
76	51-8021	Stationary Engineers and Boiler Operators	0	\$13.31	\$27,690	3
77	43-6012	Legal Secretaries	10	\$13.29	\$27,640	3
78	13-1072	Compensation, Benefits, and Job Analysis Specialists	0	\$13.22	\$27,510	4
79	49-1011	First-Line Supervisors/Managers of Mechanics, Installers, and Repairers	20	\$12.99	\$27,020	4
80	19-1029	Biological Scientists, All Other	0	\$12.93	\$26,880	4
81	29-1031	Dietitians and Nutritionists	0	\$12.90	\$26,840	5
82	25-2012	Kindergarten Teachers, Except Special Education	10	N/A	\$26,790	4
83	21-1022	Medical and Public Health Social Workers	10	\$12.83	\$26,680	5
84	13-1199	Business Operations Specialists, All Other	10	\$12.77	\$26,560	3
85	21-1012	Educational, Vocational, and School Counselors	20	\$12.76	\$26,550	4
86	25-2031	Secondary School Teachers, Except Special and Vocational Education	60	N/A	\$26,490	4
87	49-9051	Electrical Power-Line Installers and Repairers	0	\$12.73	\$26,480	4
88	51-4111	Tool and Die Makers	0	\$12.56	\$26,130	4
89	27-2022	Coaches and Scouts	10	N/A	\$26,120	5
90	43-1011	First-Line Supervisors/Managers of Office and Administrative Support Workers	50	\$12.54	\$26,090	3
91	49-9052	Telecommunications Line Installers and Repairers	0	\$12.53	\$26,060	3
92	29-2034	Radiologic Technologists and Technicians	10	\$12.43	\$25,860	3
93	13-1023	Purchasing Agents, Except Wholesale, Retail, and Farm Products	10	\$12.37	\$25,720	3
94	49-9012	Control and Valve Installers and Repairers, Except Mechanical Door	0	\$12.33	\$25,650	3
95	41-3031	Securities, Commodities, and Financial Services Sales Agents	0	\$12.32	\$25,630	4
96	51-8013	Power Plant Operators	0	\$12.20	\$25,370	3
97	23-1011	Lawyers	20	\$12.16	\$25,290	5
98	41-9099	Sales and Related Workers, All Other	0	\$12.10	\$25,170	2
99	41-1012	First-Line Supervisors/Managers of Non-Retail Sales Workers	0	\$12.03	\$25,030	3
100	17-3013	Mechanical Drafters	0	\$12.03	\$25,020	3

**NOTE: Figures in RED are above average**

\* Occupations for which starting wages were unavailable were excluded from this list

# About Job Zones

**Job Zones** are utilized by the Occupational Information Network (O\*Net) system to ascertain the level of training and/or preparation required for each occupational title. A brief description of requirements for each of the five Job Zones follows:

## **Job Zone One: Little or No Preparation Needed**

No previous work-related skill, knowledge, or experience is needed for these occupations. Employees in these occupations need anywhere from a few days to a few months of training. These occupations involve following instructions and helping others. These occupations may require a high school diploma, GED or a formal training course to obtain a license.

## **Job Zone Two: Some Preparation Needed**

Some previous work-related skill, knowledge, or experience may be helpful in these occupations, but usually is not needed. Employees in these occupations need anywhere from a few months to one year of working with experienced employees. These occupations often involve using your knowledge and skills to help others. These occupations often require a high school diploma and may require some vocational training or job-related courses.

## **Job Zone Three: Medium Preparation Needed**

Previous work-related skill, knowledge, or experience is required for these occupations. Employees in these occupations usually need one or two years of informal training delivered by experienced workers. These occupations often involve using communication and organizational skills to coordinate, supervise, manage, or train others. Most occupations in this zone require training in vocational schools, related on-the-job experience, or an associate's degree.

## **Job Zone Four: Considerable Preparation Needed**

A minimum of two to four years of work-related skill, knowledge, or experience is needed for these occupations. Employees in these occupations usually need several years of experience, on-the-job training, and/or formal training. Most of these occupations involve coordinating, supervising, managing, or training others. Many of these occupations require a bachelor's degree, but some do not.

## **Job Zone Five: Extensive Preparation Needed**

Extensive skill, knowledge, and experience are needed for these occupations. Many require more than five years of experience. Most employees in these occupations will already have the required skills, knowledge, work-related experience, and/or training. These occupations often involve coordinating, training, supervising, or managing the activities of others to accomplish goals. A bachelor's degree is the usual minimum formal education required for these occupations, but a significant number of them require post graduate studies and/or advanced degrees.

## Top 20 Occupations - Annual Demand

### Job Zone One

Rank	SOC Code	Occupational Title	Annual Demand	Average Starting Wage		Average Overall Wage	
				Hourly	Annual	Hourly	Annual
1	41-2011	Cashiers	220	\$5.92	\$12,310	\$7.02	\$14,590
2	37-2012	Maids and Housekeeping Cleaners	140	\$5.89	\$12,250	\$7.22	\$15,010
3	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	110	\$5.94	\$12,350	\$8.28	\$17,220
4	39-9011	Child Care Workers	110	\$5.93	\$12,330	\$6.74	\$14,030
5	35-3031	Waiters and Waitresses	110	\$5.92	\$12,310	\$6.19	\$12,880
6	51-2092	Team Assemblers	90	\$7.88	\$16,390	\$10.84	\$22,560
7	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	90	\$5.93	\$12,330	\$7.69	\$16,000
8	35-2021	Food Preparation Workers	90	\$5.93	\$12,330	\$7.03	\$14,620
9	45-2092	Farmworkers and Laborers, Crop, Nursery, and Greenhouse	70	\$6.09	\$12,660	\$6.67	\$13,880
10	31-1011	Home Health Aides	60	\$6.77	\$14,080	\$7.78	\$16,180
11	53-3022	Bus Drivers, School	40	\$5.98	\$12,440	\$7.26	\$15,110
12	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	40	\$5.96	\$12,410	\$6.83	\$14,210
13	53-7051	Industrial Truck and Tractor Operators	30	\$7.29	\$15,170	\$10.08	\$20,960
14	37-3011	Landscaping and Groundskeeping Workers	30	\$6.28	\$13,050	\$9.58	\$19,920
15	51-6011	Laundry and Dry-Cleaning Workers	30	\$6.01	\$12,500	\$7.06	\$14,680
16	43-5071	Shipping, Receiving, and Traffic Clerks	20	\$7.82	\$16,280	\$10.29	\$21,400
17	53-3033	Truck Drivers, Light or Delivery Services	20	\$7.57	\$15,740	\$10.86	\$22,580
18	33-9032	Security Guards	20	\$6.91	\$14,370	\$9.22	\$19,170
19	41-2021	Counter and Rental Clerks	20	\$6.75	\$14,050	\$8.35	\$17,360
20	51-9198	Helpers--Production Workers	20	\$6.05	\$12,590	\$7.76	\$16,140

**NOTE: Wages in RED are above average**

## Top 20 Occupations - Annual Demand

### Job Zone Two

Rank	SOC Code	Occupational Title	Annual Demand	Average Starting Wage		Average Overall Wage	
				Hourly	Annual	Hourly	Annual
1	41-2031	Retail Salespersons	190	\$6.05	\$12,580	\$9.72	\$20,210
2	53-3032	Truck Drivers, Heavy and Tractor-Trailer	80	\$10.08	\$20,960	\$13.27	\$27,600
3	31-1012	Nursing Aides, Orderlies, and Attendants	80	\$5.96	\$12,400	\$7.60	\$15,810
4	49-9042	Maintenance and Repair Workers, General	70	\$7.50	\$15,610	\$11.07	\$23,040
5	43-4081	Hotel, Motel, and Resort Desk Clerks	60	\$6.88	\$14,310	\$8.34	\$17,350
6	35-2011	Cooks, Fast Food	60	\$5.93	\$12,340	\$6.69	\$13,920
7	35-3011	Bartenders	60	\$5.90	\$12,260	\$6.97	\$14,490
8	33-3012	Correctional Officers and Jailers	50	\$8.67	\$18,040	\$9.65	\$20,080
9	43-6014	Secretaries, Except Legal, Medical, and Executive	50	\$7.67	\$15,950	\$10.28	\$21,390
10	43-3071	Tellers	50	\$7.39	\$15,380	\$9.53	\$19,830
11	43-5081	Stock Clerks and Order Fillers	50	\$6.42	\$13,350	\$8.46	\$17,600
12	41-1011	First-Line Supervisors/Managers of Retail Sales Workers	40	\$9.74	\$20,260	\$15.69	\$32,630
13	43-4051	Customer Service Representatives	40	\$8.86	\$18,440	\$11.84	\$24,620
14	43-9061	Office Clerks, General	40	\$6.20	\$12,890	\$9.32	\$19,380
15	35-2012	Cooks, Institution and Cafeteria	40	\$5.95	\$12,380	\$7.91	\$16,450
16	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Sci	30	\$11.05	\$22,990	\$20.80	\$43,270
17	51-4121	Welders, Cutters, Solderers, and Brazers	30	\$9.85	\$20,490	\$12.24	\$25,470
18	43-4171	Receptionists and Information Clerks	30	\$7.02	\$14,600	\$8.78	\$18,270
19	39-9021	Personal and Home Care Aides	20	\$5.89	\$12,250	\$6.71	\$13,950
20	43-6013	Medical Secretaries	10	\$10.91	\$22,700	\$13.96	\$29,030

**NOTE: Wages in RED are above average**

## Top 20 Occupations - Annual Demand

### Job Zone Three

Rank	SOC Code	Occupational Title	Annual Demand	Average Starting Wage		Average Overall Wage	
				Hourly	Annual	Hourly	Annual
1	25-9041	Teacher Assistants	70	N/A	\$12,450	N/A	\$14,480
2	29-2061	Licensed Practical and Licensed Vocational Nurses	60	\$11.63	\$24,200	\$14.81	\$30,810
3	43-3031	Bookkeeping, Accounting, and Auditing Clerks	60	\$9.20	\$19,130	\$12.50	\$26,000
4	43-1011	First-Line Supervisors/Managers of Office and Administrative Support Workers	50	\$12.54	\$26,090	\$17.99	\$37,410
5	35-2014	Cooks, Restaurant	50	\$5.98	\$12,440	\$8.20	\$17,050
6	33-3051	Police and Sheriff's Patrol Officers	40	\$9.21	\$19,160	\$12.44	\$25,880
7	51-1011	First-Line Supervisors/Managers of Production and Operating Workers	30	\$12.01	\$24,980	\$18.81	\$39,120
8	47-2031	Carpenters	30	\$8.30	\$17,260	\$12.21	\$25,400
9	35-1012	First-Line Supervisors/Managers of Food Preparation and Serving Workers	30	\$7.86	\$16,360	\$11.58	\$24,090
10	47-2073	Operating Engineers and Other Construction Equipment Operators	20	\$9.70	\$20,170	\$13.53	\$28,130
11	37-1011	First-Line Supervisors/Managers of Housekeeping and Janitorial Workers	20	\$8.85	\$18,420	\$13.80	\$28,710
12	49-3023	Automotive Service Technicians and Mechanics	20	\$7.33	\$15,240	\$12.13	\$25,230
13	39-9032	Recreation Workers	20	\$5.90	\$12,270	\$8.28	\$17,230
14	33-2011	Fire Fighters	20	\$5.85	\$12,180	\$10.81	\$22,480
15	13-2072	Loan Officers	10	\$17.48	\$36,350	\$19.98	\$41,550
16	29-1126	Respiratory Therapists	10	\$15.13	\$31,470	\$17.96	\$37,350
17	11-9081	Lodging Managers	10	\$14.35	\$29,850	\$19.15	\$39,830
18	53-1031	First-Line Supervisors/Managers of Transportation and Material-Moving Machine	10	\$14.08	\$29,280	\$20.24	\$42,110
19	43-6012	Legal Secretaries	10	\$13.29	\$27,640	\$16.25	\$33,790
20	13-1199	Business Operations Specialists, All Other	10	\$12.77	\$26,560	\$23.03	\$47,900

**NOTE: Wages in RED are above average**

## Top 20 Occupations - Annual Demand

### Job Zone Four

Rank	SOC Code	Occupational Title	Annual Demand	Average Starting Wage		Average Overall Wage	
				Hourly	Annual	Hourly	Annual
1	29-1111	Registered Nurses	120	\$17.49	\$36,370	\$23.61	\$49,100
2	11-1021	General and Operations Managers	60	\$16.48	\$34,270	\$33.74	\$70,190
3	25-2021	Elementary School Teachers, Except Special Education	60	N/A	\$28,770	N/A	\$35,810
4	25-2031	Secondary School Teachers, Except Special and Vocational Education	60	N/A	\$26,490	N/A	\$35,110
5	25-2011	Preschool Teachers, Except Special Education	30	\$9.39	\$19,540	\$12.94	\$26,910
6	13-2011	Accountants and Auditors	20	\$15.65	\$32,560	\$24.51	\$50,990
7	25-2032	Vocational Education Teachers, Secondary School	20	N/A	\$28,680	N/A	\$36,430
8	25-2022	Middle School Teachers, Except Special and Vocational Education	20	N/A	\$27,740	N/A	\$35,250
9	49-1011	First-Line Supervisors/Managers of Mechanics, Installers, and Repairers	20	\$12.99	\$27,020	\$19.00	\$39,510
10	21-1012	Educational, Vocational, and School Counselors	20	\$12.76	\$26,550	\$19.27	\$40,080
11	11-9051	Food Service Managers	20	\$10.65	\$22,150	\$16.15	\$33,590
12	43-6011	Executive Secretaries and Administrative Assistants	20	\$10.64	\$22,140	\$14.75	\$30,680
13	11-9011	Farm, Ranch, and Other Agricultural Managers	10	\$20.15	\$41,910	\$23.24	\$48,350
14	11-2022	Sales Managers	10	\$17.96	\$37,360	\$28.40	\$59,070
15	11-9021	Construction Managers	10	\$15.66	\$32,570	\$23.81	\$49,530
16	25-2041	Special Education Teachers, Preschool, Kindergarten, and Elementary School	10	N/A	\$27,800	N/A	\$36,080
17	25-2043	Special Education Teachers, Secondary School	10	N/A	\$27,780	N/A	\$36,360
18	25-2012	Kindergarten Teachers, Except Special Education	10	N/A	\$26,790	N/A	\$33,660
19	47-1011	First-Line Supervisors/Managers of Construction Trades and Extraction Workers	10	\$11.98	\$24,930	\$17.75	\$36,920
20	11-3011	Administrative Services Managers	10	\$11.98	\$24,920	\$18.90	\$39,310

**NOTE: Wages in RED are above average**



## Top 20 Occupations - Annual Demand

### Job Zone Five

Rank	SOC Code	Occupational Title	Annual Demand	Average Starting Wage		Average Overall Wage	
				Hourly	Annual	Hourly	Annual
1	11-1011	Chief Executives	20	\$25.43	\$52,890	\$51.93	\$108,020
2	23-1011	Lawyers	20	\$12.16	\$25,290	\$37.16	\$77,300
3	29-1051	Pharmacists	10	\$29.47	\$61,310	\$42.44	\$88,280
4	11-9032	Education Administrators, Elementary and Secondary School	10	N/A	\$50,310	N/A	\$63,880
5	11-9111	Medical and Health Services Managers	10	\$20.28	\$42,180	\$29.94	\$62,280
6	25-1123	English Language and Literature Teachers, Postsecondary	10	N/A	\$40,040	N/A	\$51,350
7	25-1011	Business Teachers, Postsecondary	10	N/A	\$37,650	N/A	\$48,270
8	11-3031	Financial Managers	10	\$16.77	\$34,870	\$26.45	\$55,030
9	25-4021	Librarians	10	\$14.69	\$30,550	\$20.51	\$42,670
10	21-1022	Medical and Public Health Social Workers	10	\$12.83	\$26,680	\$17.37	\$36,120
11	27-2022	Coaches and Scouts	10	N/A	\$26,120	N/A	\$46,490
12	21-1021	Child, Family, and School Social Workers	10	\$10.87	\$22,610	\$14.18	\$29,500
13	29-1062	Family and General Practitioners	0	\$53.80	\$111,900	\$77.75	\$161,730
14	19-1023	Zoologists and Wildlife Biologists	0	\$26.81	\$55,760	\$34.08	\$70,880
15	11-9041	Engineering Managers	0	\$24.25	\$50,450	\$33.99	\$70,710
16	11-9121	Natural Sciences Managers	0	\$24.25	\$50,440	\$36.93	\$76,810
17	29-1123	Physical Therapists	0	\$23.24	\$48,330	\$34.88	\$72,540
18	25-1122	Communications Teachers, Postsecondary	0	N/A	\$44,500	N/A	\$52,740
19	25-1193	Recreation and Fitness Studies Teachers, Postsecondary	0	N/A	\$40,210	N/A	\$52,070
20	17-2071	Electrical Engineers	0	\$19.06	\$39,650	\$31.87	\$66,300

**NOTE: Wages in RED are above average**

## Determining the “*Hottest*” Occupations

A variety of methods could have been used to ascertain which occupations might prove to be the most attractive to students and other job seekers. For purposes of this publication, a fairly simple method of indexing desirability was utilized. Assuming that any person seeking work in a particular occupation would want to ensure that there was at least moderate demand for workers in that field and that it should pay a reasonable wage, LMI staff devised a method of indexing these factors. It was determined that the average annual demand for workers among all occupational titles across the Delta region was roughly **14** persons per year. The average annual salary for all surveyed occupations was found to be approximately **\$25,800**. For starting wages the mean was determined to be about **\$13,650**. As a first step, any occupation with below average demand or not paying average or above wages was eliminated. To arrive at the “Hot Factor” used for ranking the remaining occupations, the annual demand for that occupation was divided by the overall average of **14**. Then the annual overall wage for each occupation was divided by the average of **\$25,800** and the starting wage was divided by **\$13,650**. The three “indexes” derived from these calculations were then added together to obtain the “Hot Factor”. For example, if a certain occupation had an annual demand of **50** persons, the first “index” would be **50** divided by **14**, or **3.57**. If that same occupation had an annual salary of **\$37,500**, the second “index” would be **\$37,500** divided by **\$25,800** or **1.45**. If the starting wage was **\$20,500**, then dividing **\$20,500** by **\$13,650** would yield **1.50**. Adding the three “indexes” together would produce a “Hot Factor” of **6.52** which would have placed it among this year’s hottest occupations. Generally speaking, any occupation with above average demand and above average wages would be a candidate for inclusion in the list. Higher wages might offset lower demand or vice versa, but the end result should still yield a reasonable approximation of the most desirable occupations.

## The 50 *"Hottest"* Jobs

	SOC Code	Occupational Title	Annual Demand	Average Starting Wage	Average Annual Wage	"Hot" Factor	Job Zone
1	41-2031	Retail Salespersons	190	\$12,580	\$20,210	15.28	2
2	29-1111	Registered Nurses	120	\$36,370	\$49,100	13.14	4
3	11-1021	General and Operations Managers	60	\$34,270	\$70,190	9.52	4
4	11-1011	Chief Executives	20	\$52,890	\$108,020	9.49	5
5	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	110	\$12,350	\$17,220	9.43	1
6	51-2092	Team Assemblers	90	\$16,390	\$22,560	8.50	1
7	53-3032	Truck Drivers, Heavy and Tractor-Trailer	80	\$20,960	\$27,600	8.32	2
8	25-2021	Elementary School Teachers, Except Special Education	60	\$28,770	\$35,810	7.78	4
9	25-2031	Secondary School Teachers, Except Special and Vocational Education	60	\$26,490	\$35,110	7.59	4
10	29-2061	Licensed Practical and Licensed Vocational Nurses	60	\$24,200	\$30,810	7.25	3
11	49-9042	Maintenance and Repair Workers, General	70	\$15,610	\$23,040	7.04	2
12	43-1011	First-Line Supervisors/Managers of Office and Administrative Support Workers	50	\$26,090	\$37,410	6.93	3
13	43-3031	Bookkeeping, Accounting, and Auditing Clerks	60	\$19,130	\$26,000	6.69	3
14	23-1011	Lawyers	20	\$25,290	\$77,300	6.28	5
15	43-4081	Hotel, Motel, and Resort Desk Clerks	60	\$14,310	\$17,350	6.01	2
16	13-2011	Accountants and Auditors	20	\$32,560	\$50,990	5.79	4
17	33-3012	Correctional Officers and Jailers	50	\$18,040	\$20,080	5.67	2
18	41-1011	First-Line Supervisors/Managers of Retail Sales Workers	40	\$20,260	\$32,630	5.61	2
19	43-6014	Secretaries, Except Legal, Medical, and Executive	50	\$15,950	\$21,390	5.57	2
20	41-4012	Sales Representatives, Wholesale and Manufacturing	30	\$22,990	\$43,270	5.50	2
21	51-1011	First-Line Supervisors/Managers of Production and Operating Workers	30	\$24,980	\$39,120	5.49	3
22	43-3071	Tellers	50	\$15,380	\$19,830	5.47	2
23	33-3051	Police and Sheriff's Patrol Officers	40	\$19,160	\$25,880	5.26	3
24	43-5081	Stock Clerks and Order Fillers	50	\$13,350	\$17,600	5.23	2
25	43-4051	Customer Service Representatives	40	\$18,440	\$24,620	5.16	2

## The 50 *"Hottest"* Jobs

SOC Code	Occupational Title	Annual Demand	Average Starting Wage	Average Annual Wage	"Hot" Factor	Job Zone
26	35-2014 Cooks, Restaurant	50	\$12,440	\$17,050	5.14	3
27	25-2032 Vocational Education Teachers, Secondary School	20	\$28,680	\$36,430	4.94	4
28	49-1011 First-Line Supervisors/Managers of Mechanics, Installers, and Repairers	20	\$27,020	\$39,510	4.94	4
29	21-1012 Educational, Vocational, and School Counselors	20	\$26,550	\$40,080	4.93	4
30	25-2022 Middle School Teachers, Except Special and Vocational Education	20	\$27,740	\$35,250	4.83	4
31	51-4121 Welders, Cutters, Solderers, and Brazers	30	\$20,490	\$25,470	4.63	2
32	25-2011 Preschool Teachers, Except Special Education	30	\$19,540	\$26,910	4.62	4
33	43-9061 Office Clerks, General	40	\$12,890	\$19,380	4.55	2
34	35-2012 Cooks, Institution and Cafeteria	40	\$12,380	\$16,450	4.40	2
35	47-2031 Carpenters	30	\$17,260	\$25,400	4.39	3
36	11-9051 Food Service Managers	20	\$22,150	\$33,590	4.35	4
37	35-1012 First-Line Supervisors/Managers of Food Preparation and Serving Workers	30	\$16,360	\$24,090	4.28	3
38	43-6011 Executive Secretaries and Administrative Assistants	20	\$22,140	\$30,680	4.24	4
39	53-7051 Industrial Truck and Tractor Operators	30	\$15,170	\$20,960	4.07	1
40	47-2073 Operating Engineers and Other Construction Equipment Operators	20	\$20,170	\$28,130	4.00	3
41	43-4171 Receptionists and Information Clerks	30	\$14,600	\$18,270	3.92	2
42	37-1011 First-Line Supervisors/Managers of Housekeeping and Janitorial Workers	20	\$18,420	\$28,710	3.89	3
43	37-3011 Landscaping and Groundskeeping Workers	30	\$13,050	\$19,920	3.87	1
44	49-3023 Automotive Service Technicians and Mechanics	20	\$15,240	\$25,230	3.52	3
45	53-3033 Truck Drivers, Light or Delivery Services	20	\$15,740	\$22,580	3.46	1
46	43-5071 Shipping, Receiving, and Traffic Clerks	20	\$16,280	\$21,400	3.45	1
47	33-9032 Security Guards	20	\$14,370	\$19,170	3.22	1
48	33-2011 Fire Fighters	20	\$12,180	\$22,480	3.19	3
49	41-2021 Counter and Rental Clerks	20	\$14,050	\$17,360	3.13	1
50	39-9032 Recreation Workers	20	\$12,270	\$17,230	3.00	3

**NOTE:** An insufficient number of occupations met criteria related to wages. List extended to include top 50 overall wages with above average demand.

## Exploring Occupations Further

Although the focus of this publication is on those occupations most in demand, the LMI Department has data available on literally hundreds of other job titles. Visiting our website at <http://mdes.ms.gov> will open the doorway to a myriad of other information about occupational trends across the state and substate regions. In addition, the U.S. Department of Labor has developed a system for occupational exploration known as the Occupational Information Network, or **O\*Net** for short. This system is free to all users with internet access, requires no special software and is very user friendly. It can be accessed online at <http://online.onetcenter.org>. The **O\*Net** system is an innovative tool for finding out all sorts of pertinent information about a particular occupation. Users can find a wealth of information about skills required to succeed in a particular occupation, common tasks performed, and working environments. The system utilizes the same SOC code found in this document, but it also uses keywords and partial job titles to help people select an occupational field of interest. **O\*Net** will even provide a list of related occupations for any job title chosen, so as to expose the user to a broader range of possibilities. Used in conjunction with this publication, **O\*Net** should become an invaluable tool for those involved in guidance counseling, or for anyone desiring to expand their knowledge of occupational information. Any questions about **O\*Net** or anything else contained in this document should be directed to the LMI Department of the Mississippi Department of Employment Security.

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